PINNACLE CONSULTING SERVICES™
Your Roadmap to Success

What is Your Preferred Leadership Style?

Instructions

- In each row of four behaviors below, identify how well each behavior represents your usual, consistent style.
  - Assign 4 points to the behavior that is most characteristic of you
  - Assign 3 points to the next most characteristic behavior
  - Assign 2 points to the next most characteristic behavior
  - Assign 1 point to the behavior that is least characteristic of you
  - Total each of the four columns.

Example for Row 1: **3** Directing **4** Influencing **1** Steady **2** Cautious

	Preference A	**Preference B**	**Preference C**	**Preference D**
1	_____ Directing	_____ Influencing	_____ Steady	_____ Cautious
2	_____ Decisive	_____ Optimistic	_____ Patient	____ Restrained
3	_____ Daring	____ Enthusiastic	_____ Stabilizing	_____ Analytical
4	____ Competitive	_____ Talkative	____ Cooperative	_____ Precise
5	_____ Forceful	_____ Charming	_____ Easygoing	_____ Curious
	_____ **Total**	_____ **Total**	_____ **Total**	_____ **Total**

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Explanation of Results: The Four Leadership Styles

TELL **DIRECTOR** Action Oriented *Task Oriented*	**INFLUENCER** Socially Oriented *Relationship Oriented*
STRATEGIST Thinking Oriented *ASK*	**MEDIATOR** Support Oriented

Scoring

If your highest column total is:

- Preference A — Your preferred style is **DIRECTOR**
- Preference B — Your preferred style is **INFLUENCER**
- Preference C — Your preferred style is **MEDIATOR**
- Preference D — Your preferred style is **STRATEGIST**

Next Step: Schedule a complementary consultation to identify how to leverage your leadership style to increase your influence and achieve your goals.

Contact us at 914.238.4053 or info@pinnacleconsultingservices.com